

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

United Aeronautical Corporation

California Manufacturing Technology Consulting

United Aeronautical Corporation Increases Sales and Productivity

Client Profile:

United Aeronautical Corporation (UAC) supplies manufactured and surplus parts to the aircraft industry. UAC specializes in providing hard to find and out of production parts to keep older aircraft flying. UAC also operates an FAA repair station. UAC, located in North Hollywood, California, has 36 employees in their multi-cultural environment. They have approximately \$5 million in sales.

Situation:

Many of UAC's customers were requiring that they implement an ISO 9001 Quality Management System. UAC undertook this ambitious project using internal staff. The initial registration audit by UAC's registrar resulted in several audit findings. Some of the findings were categorized as Major findings, preventing UAC from achieving ISO registration. A follow-up audit by the Registrar had been scheduled in two months. UAC contracted California Manufacturing Technology Consulting (CMTc), a NIST MEP network affiliate, to assist them in clearing all of the initial audit findings in time for the follow-up audit by their registrar.

Solution:

CMTc worked with UAC to establish a project schedule that would accomplish the goal of clearing the findings in time for the registrar's audit. CMTc worked with UAC personnel to methodically address each finding and develop an acceptable solution that not only satisfied the requirements of the registrar, but also resulted in added value to UAC's business.

Results:

- * Achieved ISO 9001:2000 certification.
- * Increased productivity by 20 percent.
- * Increased sales by \$750,000.
- * Increased competitiveness by 15 percent.
- * Achieved a more competitive and profitable position.

Testimonial:

"CMTc made it seem easy through their ability to see the root of problems and then provide the necessary process changes to effect on going solutions."

Larry Bartroff, UAC Quality manager